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# Example of Territory Sales Representative Job Description

Our innovative and growing company is looking for a territory sales representative. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for territory sales representative

* Participate within your team to enhance collaboration across the Saskatchewan district
* Plan and conduct weekend and after hours training events in Lowe's stores
* Complete all yearbook written and verbal communication in a professional manner
* Prepare expense reports, monthly reports and forecasting of relevant opportunities
* Quickly follow up and qualify leads to determine opportunity status
* Estimate date of delivery to customer, based on knowledge of manufacturing department’s production and delivery schedules
* Consistently meet project deadlines with CRM database management, forecast/sales reporting
* Functions as a business person, aware of and responsible for providing input on the conditions that affect the business
* Identifies and interprets customer’s requirements, shaping these requirements to fit the division’s capabilities and communicates these to customers
* Utilizes divisional resources in the performance of all responsibilities

## Qualifications for territory sales representative

* Experience with retail operations, inventory management preferred
* A valid Canadian driver's license with a responsible driving history is required
* Bachelor’s degree in Business, Technical or related field required
* Minimum of five years of experience working in sales
* Must have the ability to travel to the United States
* Experience with retail operations, inventory management and merchandising preferred